

THE SEGNOGRAM

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In This Issue

Wages Paid in California

A. Victor Segno

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A Western Adept

William Walker Atkinson

□♦♦♦□

The Deadly Vaccine Point

H. M. Walker

The Best Magazine

Segnogram Publishing Co. Los Angeles, California

Let Me Train Your Boy for Business.

IF YOU HAVE A BOY I have something to say to you. You are to a large extent responsible for his future. He is depending upon you for a mental equipment that will enable him to win out when he enters business life. That equipment must include the ability to calculate.

"The public school system is enough to drive a man wild," said a prominent business man to me the other day. "My boy is twelve years old, nearly as tall as I am, and he's learning to sew! That same boy can do all kinds of fearful stunts with equilateral triangles and cube roots, but he can't add a column of figures to save his neck. He's busy now writing a critical essay on Shylock, and if I were to ask him right quick, 'How much is seven and four?' he would most likely say 'ten.'"

When your boy leaves school for business his employer won't give a rap whether he can recite Homer's Iliad, or tell in what year some Roman emperor reigned. But he *will* want him to be able to add up a bill of goods correctly, or be able to figure out the interest on a 60-day note. This is the kind of knowledge on which his salary will be based and his advancement depend.

THE COMMERCIAL CORRESPONDENCE SCHOOLS of Rochester, N. Y., is the only school in the United States that makes a specialty of commercial subjects alone. One of our courses is RAPID CALCULATION. We teach a method by which anyone, young or old, can handle figures with an almost intuitive accuracy. We can teach your boy to read figures as he now reads words. We can show him how to add, subtract, multiply, or divide figures in his head.

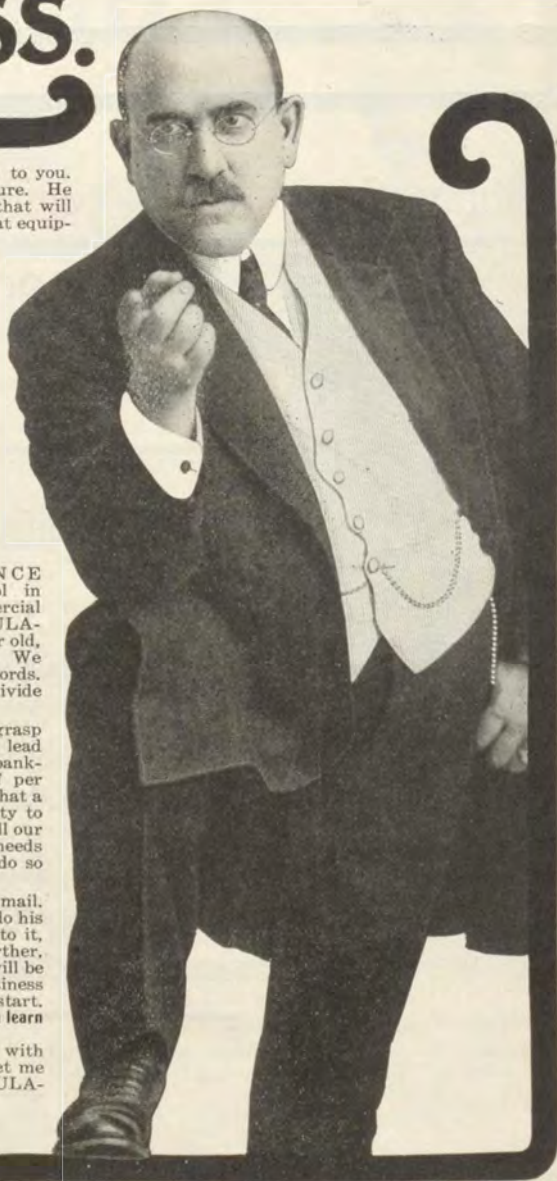
The ability to calculate will make your boy quick to grasp the situation, quick to see results. Quick decisions lead to fortunes; sluggish and indifferent methods invite bankruptcy. The Bradstreet Co. report that last year 77 per cent. of business men failed owing to incompetence. That a large proportion of these failed through lack of ability to calculate there is no doubt, because the curriculum of all our schools, common and academic, is not adapted to the needs of the average boy, who, if he succeeds at all, must do so along practical lines.

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Is it not your duty to see that your boy is equipped with this necessary training in the handling of figures? Let me send you a copy of our free booklet, "RAPID CALCULATION." Write me today.

THE Commercial Correspondence Schools of Rochester, N. Y., teaches also Bookkeeping, Business Arithmetic, Shorthand and Typewriting, Penmanship, English and Letter-writing, Commercial Law and Banking. If you are interested in any of these subjects write me and I shall be glad to send you, free, all particulars concerning any course.

ROBERT J. SHOEMAKER
Vice President and General Manager
1 M, Commercial Bldg.
ROCHESTER, N. Y.



Tear off this Corner and Mail it Today

To **ROBT. J. SHOEMAKER**, Vice Pres. & Gen. Mgr.
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Volume Six

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Number Six

Keep a Pullin'

When you're sick an' tired, too!
Keep a pullin'!
Never 'low you're feelin' blue,
Keep a pullin'!
Ain't no good in blamin' fate,
'Cause you're workin' hard and
late,
Better say you feel first rate
And keep a pullin'!

Fish don't bite just for the
wishin',
Keep a pullin'!
Change your bait and keep on
fishin',
Keep a pullin'!
Luck ain't nailed to any spot,
Men you envy, like as not
Envy you your job and lot!
Keep a pullin'!

Sympathy is just a fake,
Keep a pullin'!
No one feels it when you ache;
Keep a pullin'!
Only this is worth 'erwhile,
And you'll find it helps a pile!
When the wind blows hard, just
smile,
An' keep a pullin'!

Can't fetch business with a
whine,
Keep a pullin'!
Grin an' swear you're feelin'
fine,
An' keep a pullin'!
Summin' up, my brother, you
Hain't no *other* thing to do:
Simply got to pull her through!
So keep a pullin'!

THE LAW OF MENTALISM

DETAILS OF A REMARKABLE CASE IN ALABAMA

THIS is the age of mentalism. Never has science taken up with such earnestness the consideration of the law by which the mind works in the development of the individual in his relation to other individuals and to other forms of life. Every few days we hear of something transpiring, showing the operation of the law, and while the action of the law is little understood, yet men are beginning to realize the presence of a subtle influence they cannot explain.

It does not need any argument to prove the communication of mind with mind between individuals, and this regardless of distance; and many instances are recorded of the communication of the minds of men with that of animals, but in most of such cases it has been between long-standing friends, or between the animal and his master or mistress, who have grown into each other's moods and have learned to think alike.

Recently, however, a most remarkable case of thought transference has come to light in Eastern Alabama—in the section of cotton country between Wedowee and Rockdale. The astounding reports from the case have startled the students of psychology and the possibility of the establishment of complete understanding between man and the lower animals is suggested by the facts of the case.

Howard Erwin, a 6-year-old boy, is reported by competent authority, and the reports are substantiated wholly or in part by the investigations recently conducted, to be able to converse with, to understand and to make himself understood perfectly by animals of all kinds. By some mysterious power—not yet understood at all by himself—this boy, otherwise a perfectly healthy and normal lad, holds long talks with cows, with mules, with dogs, horses, sheep, cats—even with the barnyard fowls—and he understands and reports to his father or the others just what the animals want, all their grievances, their sickness and their wants.

How he does it the boy does not know. The power, it seems, was born in him. While fond of animals, he seems not to be more so than any healthy child; nor do they seem especially attached to him, with the exception of Trace, his old coon dog, and the relation he appears to bear to

them is simply that of a friendly translator—or intermediary between them and their masters.

Nor has any one yet been able to discover whether it is by spoken language or by some mystic transference of thoughts that they understand each other. It is known that when he is near an animal they both make sounds occasionally, but he speaks nothing that any one can understand, nor does the alleged language sound in any way connected or to have any meaning whatever.

The discovery that the child is possessed of a strange power has thrown a veil of mysticism and superstition around him. The negroes avoid him and watch him with a strange mixture of fear and admiration.

When the child was just beginning to toddle around the house it was noticed he was not the same as other children when he was in the presence of human beings. He was extremely intelligent from the time he first began to notice things—and he read the minds of his mother and father and his sister Lizzie before he could talk. The mother, who worked hard, had little time to spend with him in play, and his companions were his sister, three years older than he, and Trace, the coon dog. The mother noticed first that she did not have to speak to her child when she wanted him to do something. Often, she says, she started to tell him it was time to take a nap—and, before she could speak, he either cried in protest against being put to bed, or toddled toward the trundle bed and rolled into it.

She is not a particularly bright woman, nor yet one of much education, although she can read and write, but even she puzzled her brain about the child. And, when he learned to talk, she noticed it still more.

One evening she and her husband were sitting with the children on the porch of their little home, when Howard, who had been stretched out on the floor, with his head on the dog's body, wobbled to his feet and said: "Maw, Trace says the mule is in the corn patch."

"What will the child say next?" asked Mrs. Erwin. "He's all the time telling me what the dog says, or what the pigs told him. I never saw such a child. He must be crazy."

Half an hour later the mule was found in the corn patch.

"Maw," said Howard another day, "Trace says he had a fine time killing sheep the other night."

"Listen to the boy," said the mother. "The idea of Trace killing sheep. Why there ain't any sheep around here except Mr. Tomlinson's and none of them has been killed."

"Well," argued the boy, "he says him and the Norton dog killed two sheep in Mr. Tomlinson's back pasture."

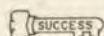
And the next day the carcasses of two sheep were found in the bushes at the edge of the pasture.

"You'd better tell Trace he'll be killed if he does that any more," said the father.

Shortly afterward Howard reported that Trace had promised never to kill sheep any more—and, so far as is known, he never has, although the Norton dog was caught and killed a few weeks afterward while eating the body of a sheep.

When the child was five years old his power seemed at its greatest. He was sent for by planters from all the country round when valuable animals got sick. He would walk to the side of the sick animal, slowly stroke its head with his hand—and then come away and tell exactly what the matter was. Once, when Major Pettit's Durham bull got wild, refused to permit any one to come near it, and raved around its pasture lot as if mad, the boy calmly walked up to it, and, after a time, came away and reported:

"The bull says that there is something hurting its foot and that the pain is making it mad."



Do You Wobble when You Walk?

How many times your attention has been called to the awkward, slovenly, don't-care-sort-of-a-slouchy walk of dozens of men and women you meet in your daily trip up and down the city streets! How exasperating it is to have to dodge and turn and run around people who seemingly do not know where they came from, whither they are bound or what they were sent for! They wobble about from side to side, start to pass in front of you, hesitate, then back up—then side-step, and finally have the good sense to stand still and, whiz! they are left behind! But, oh, dear me; how little progress they make! And if you stop to study the face of these wabblers, you are struck with the picture of failure that is presented there. You do not have

to ask why they wobble now. They are wabblers today because they wobbled yesterday and the day before yesterday and the day before that—they wobbled from boyhood into manhood and every day was a preparation for the day following.

I tell you this: If you are to succeed in life you must look to your walk! It has more to do with your success or failure than you dream of.

Thomas Fowell Buxton says that energy will do anything that can be done in the world, and that "no talent, no circumstances, no opportunities will make a two-legged creature a man without it." A man who has energy in his make-up, and has winning qualities, will show it in his walk, his bearing, and in all his movements. How quickly we are all averaged up by our general appearance is forced upon our observation at every turn. The way a man walks, the way he holds his head, or the way he looks at one often turns the balance for or against him.

The manager of one of our largest life insurance companies, who, through his experience in selecting agents, has developed great power as a reader of character, judges a young man's capacity for business almost wholly by his appearance. He says that he always notices the manner in which applicants for positions enter and leave his office, and that he will have nothing to do with one whose bearing expresses indifference, laziness, or inactivity. A man who has no energy in his step, and does not express stamina and vigor in his movements and conversation, has no chance of obtaining employment from him. He says that he knows, from experience in dealing with all sorts of people, that such men have no self-assertion, ambition, courage, or any other of the staying qualities that make one successful in any field.

We can not separate ourselves from what we seem to be. The inner and the outer man are both of a piece. Our appearance, voluntary expression, conversation, and movements are all very good indications of what there is in us. We do not need to eat a whole ox to judge of the qualities of its flesh, neither do we need to know a man's whole history in order to estimate his character. Five minutes' observation of him, or five minutes' conversation with him, will give to an intelligent man or woman a pretty fair picture of what he is.

"Vigor is contagious," says Emerson, "and whatever makes us think or feel strongly adds to our power and enlarges our field of action."

WAGES PAID IN CALIFORNIA

SPECIAL ARTICLE by A. Victor Segno

WE are daily in receipt of letters from our readers in all parts of the country asking us various questions regarding the advantages of California as a place in which to live and as to the prospects of securing work here at reasonable wages. We have from time to time through this magazine told of the advantages of climate, the phenomenal growth of our cities and towns, and the money to be made on small ranches, etc. Now we will endeavor to enlighten you as to the wages paid to laborers, mechanics, builders, etc.

The papers of our country state that at the present time forty thousand men are needed here to fill the positions vacant. The growth of Los Angeles is so rapid and permanent that over two million dollars is being spent every month in putting up houses, stores, schools, hotels, etc., to accommodate the people. The biggest half of this goes to pay for the labor. In addition to this, millions are being spent in building homes and places of entertainment at our seaside resorts and millions are going into electric railways, sewers, paving and street improvements. It would be conservative to say that five million dollars a month is being paid in wages to mechanics and artisans within a radius of 25 miles from the centre of the city of Los Angeles. Then there is the reconstruction of San Francisco, the growth of other cities, the crops and the fruit to be gathered from the ranches, the curing of raisins and figs and the gathering of grapes and making of wine.

It is estimated that the railroads in the state, especially the Southern Pacific and the Western Pacific, now building, can use ten thousand men. The steam railways also report a demand for switch men, warehouse men and clerks.

In the vineyards workmen are wanted at from \$2.25 to \$3.50 per day. The greatly increased demand for California lumber is causing the mills to run night and day and has doubled the demand for millmen.

The ruling wages in California are for laborers, \$2.00 to \$2.50 per day; bricklayers, \$6.00 to \$7.00 for an eight hour day; cement workers get \$4.00 to \$5.00; hod carriers, \$3.50 to \$4.00; plasterers, \$6.00; stone cutters, \$4.00 to \$4.75; carpenters, \$3.50 to \$4.00; mill men, \$3.50; lathers, \$5.00 to \$6; paper hangers, \$3.50 to \$4.00; plumbers,

\$5.00; machinists, \$3.50; tinnerns, \$4.00; stationary engineers, \$4.00; and other lines of work at a proportionate rate.

Ranch hands get \$30 to \$35 per month and keep; cooks get \$40 to \$60 a month; household help, \$25 to \$30 per month and keep.

It is reasonable to say that nowhere in the United States, are better wages paid than can be had in California. Positions cannot be secured for people in advance. They must come here and make personal application to the firms needing help. Cost of living is not higher here than in any other city in the United States. In fact, in many respects it is much less expensive—for there is the saving of fuel and heavy clothing in the winter. The change in climate from summer to winter being so slight the same weight of clothing does the year round.

If I were looking for a position I would rather take my chances in California than in any state I know of. It is the coming State, and when the Panama canal is finished it will become the greatest State in the West. Remember, it has 800 miles of coast and several of the finest harbors in the country. The trade with the Oriental countries is growing so rapidly that new ships are being added to the fleet monthly.

California is the door to the Far East. This year we will ship thirty million barrels of California oil to the Orient. The finest ore yet discovered for making steel has recently been found in California and the steel interests are preparing to put up a ten million dollar smelting and steel works. This industry will employ thousands of men. I might go on and mention hundreds of new industries that are being opened up as a result of cheap fuel (oil is used here in place of coal and at one-third the cost) but I will simply say that any man or woman who is willing to work, willing to give honest service and is not looking for a job where he or she can draw salary and give no service in return, I would advise them to come to California.

The Savings Banks of Los Angeles alone, show that during the past six months the working people of the city have added five million dollars to their savings. Almost a million a month. This speaks for itself. They must be making money.

HEALTH CULTURE

MENUS

BY
Mrs. A. V. Segno

FIRST MEAL

Grapes Walnuts
Almond and Celery Sandwiches Ripe Olives
Pear Salad

SECOND MEAL

Cream of Cauliflower Soup
Ripe Olives Celery
Spanish Riced Peppers Baked Potatoes
Sliced Tomatoes with grated Parmesan Cheese
Bean Pie

TO PREPARE

Almond and Celery Sandwiches—Use equal parts of finely chopped blanched almonds and celery; mix thoroughly with mayonnaise dressing, and spread between thin layers of buttered whole wheat bread.

Pear Salad—Peel and cut the pears in dice and dress with the following; stir one tablespoonful of powdered sugar into three tablespoonsful of lemon juice, add one tablespoonful of olive oil and a little salt.

Spanish Riced Peppers—Cook one cupful of rice until tender, chop one onion, one red pepper and two green peppers very fine and fry slowly in olive oil. When onion is tender, add three tomatoes or same amount of canned tomatoes; let cook five minutes; add the cooked rice, season with salt, and if not hot enough add a little red pepper and cook for five minutes again. Take one-half dozen bell peppers, wash and cut stem end off and remove the seeds. Place in a baking dish and stuff with the Spanish rice. Put a small lump of butter on top of each pepper and bake till peppers are tender. Serve hot.

Bean Pie—Mash one cup of boiled or baked beans fine; beat together two eggs and one-half cup of sugar; add one and one-half cups of milk and the beans. Season with nutmeg. Bake in crust as given in the following: Butter a pie pan rather generously and sprinkle with finely rolled cracker crumbs (see that the butter is rather soft), and shake off the crumbs that do not adhere to the butter.

FIRST MEAL

Steamed Prunes with Cream
Green Pepper Toast Cocoa
Baked Apples

SECOND MEAL

Lentil Soup Croutons
Asparagus and Eggs Rye Bread
Banana Salad
Apple Pudding

TO PREPARE

Steamed Prunes—Wash the prunes and steam them just long enough to cause them to puff up. Do not let them heat through, as cooking spoils the flavor and quality of the fruit.

Green Pepper Toast—Have three large sound green peppers, plunge them into very hot water for about ten minutes; take them out, and with a coarse dry towel remove the skin of each; then cut

each pepper into halves, lengthwise; remove the seeds; have a frying pan on the hot range with two tablespoonsful of olive oil, place the peppers in the pan and cook for fifteen minutes. Prepare six pieces of dry toast, dress them on a hot dish, then place half a pepper on each slice. Fry six eggs separately in olive oil, place one on top of each pepper.

Lentil Soup—Soak over night one pint of lentils; next day boil them for four hours with one onion and one stalk of okra. Now mash all together and strain through a colander. Tie up in a piece of thin cloth, a little thyme, summer savory and parsley, and let boil in the strained soup for ten minutes. Add a tablespoonful of butter, salt, pepper, and a dash of celery salt. Chop finely four hard boiled eggs, add to the soup, with one lemon, sliced thin, before serving. Serve with croutons.

Asparagus and Eggs—Cut off the tender ends of canned asparagus, lay in a buttered baking dish, season with salt and tablespoonful of butter. Beat three or four eggs just enough to break the yolks and pour over the asparagus. Bake ten minutes in hot oven and serve.

Banana Salad—Six bananas, one head of lettuce, twelve English walnuts, parsley, French dressing. Strip one section of the skin from the bananas; remove the fruit and cut into dice one-quarter inch square. Put the diced bananas in dish, turn over them the dressing, let stand on ice thirty minutes. Then fill the skins with the prepared fruit, arrange on bed of crisp lettuce leaves; garnish with halves of English walnuts and finely minced parsley.

Apple Pudding—Grate four juicy tart apples. Crumble a half dozen macaroons, and add one-half cupful of brown bread crumbs. Moisten macaroons and crumbs with grape juice sweetened to taste. Put in dish, alternate layers of apple and grape juice and macaroons, sprinkling powdered sugar over apple. Beat thoroughly yolks of three eggs, add spoonful sugar and spoonful of grape juice. Pour over pudding. Beat up white with two spoonsful powdered sugar and vanilla and put on top in separate spoonsful.

100 Health Culture Menus 50c
with a Recipe for each dish

It will cost you just half a cent to learn how to prepare the dishes for a Health Culture Meal. More information about Health Foods in this book than you can find in any cook book on the market. We shall be able to fill orders for Mrs. Segno's One Hundred Health Culture Menus Cook Book by the 1st of September. We regret that there has been some delay in bringing out this valuable book, but it has been unavoidable. We assure you that those who have their orders in for some time will feel richly repaid for having waited when the book reaches them. If you have not ordered yet you should do so at once. Remember the book costs only 50 cents and contains 100 pages of solid matter, giving the names of dishes and telling how to prepare them. It is handsomely printed on strong, durable paper, and bound in flexible covers. Get a copy and learn the secret of health and beauty by eating. Address,

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Los Angeles, California

The Deadly Vaccine Point By H. M. WALKER

WHY do men insist on doing what common sense and reason tells them is not only harmful, but absolutely wrong? There is not one tangible proof offered that vaccination ever did anything to add to the health of man. It is true, the advocates of it declare that it has reduced the mortality rate, and can produce statistics to prove their case. It is also true, that while figures do not lie, men sometimes do.

The improved method of dealing with smallpox patients, proper sanitation and correct nursing, have done more to reduce the mortality rate in smallpox infected districts than the vaccine point ever did or ever can do.

Under proper treatment smallpox is no more to be feared than a severe cold. If one is in prime health he need not worry his head about it. Smallpox is distinctly a blood disease and therefore as harmless as the measles if the blood is kept free from other impurities. It is lack of attention to physical requirements that brings sickness of any kind. This is especially true of smallpox.

A teaspoonful of cream of tartar in a glass of water two or three times a day while the community is infected is the simplest and surest preventive of smallpox. The cream of tartar cools and thins the blood, thus increasing the circulation and aiding in casting off impurities. It carries with it absolutely no danger, and leaves the body free from all infection.

But vaccination kills. It is worse than heathen to infect a child with cowpox. Even the medical men will tell you that cowpox does not carry with it immunity from smallpox. They do say that "if smallpox is taken afterward it will not be so severe as it might otherwise have been"—which is equivalent to saying that a healthy body is made more capable of withstanding disease by having the disease forced into it, and that if cowpox does not kill, smallpox may not.

And so they go right on prodding the little children with vaccine points that have been dipped in the virus of a diseased cow, and call it a triumph of medical science! If the little one sickens and dies, it surely will not take smallpox; if it lives it might take it, again and again, but not so badly as it would have taken it had it never been forced to take it at all!

The distinction between cowpox and smallpox is largely a matter of dollars and cents. It costs from one to two dollars more to catch cowpox than it does to catch smallpox, the amount depending upon the physician who gives it to you, and whether you die from it or not.

The action of smallpox upon the system is more severe at the time, but the after-effects of cowpox are harder to outgrow. The system is charged with a poison that it seldom throws off entirely, being weakened and depleted by it.

It is beyond reasonable comprehension how any physician, who claims to know

Drink More — Eat Less

If people would take less nutrition and drink more water, there would be less rheumatism, gout, eczema and neuralgia in the world. The most frequent cause of these derangements is an excess of nutritive materials. The blood is surcharged with salts that are not needed in the system.

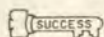
The doctors are trying to remedy these diseases by giving something to eliminate the salts, such as purgatives, diuretics and solvents of various kinds. The rational way, however, to cure such affections is to stop the cause. Drink more water, eat less meat and concentrated foods. This shuts off the supply of urates in the blood.

Those who take active exercise in the open air every day require a greater amount of nutrition. Not only do they use up the nutritive materials in muscular exercise, but the amount of oxygen inhaled because of their activities thoroughly oxidizes the urates and changes them into urea. If the blood is loaded with urates they are very likely to crystallize, especially in those portions of the body where the circulation is the least and the temperature the lowest, such as the elbows, ankles, the toes and fingers.

Drink more water, eat less food. This is a prescription that is worth more to such people than all the drugs in the world. Shut off the source of urate poisoning, and the effects of urate poisoning will disappear.—Medical Talk.

anything about the human system, can have the face to assert that a person infected by cowpox, and thereby made to suffer the same sickness as smallpox brings, though somewhat lighter, is the better prepared to withstand the ravages of this disease. It is not reasonable to argue that a person who has been weakened by a disease is better able to withstand a second attack than one who has never had the first attack.

It used to be asserted, also by the physicians, that one catching of measles was all that the human system needed. And it used to be said, too, also by the physicians, that one campaign of whooping made a child immune to whooping cough ever after; and we have known mothers to run their children off to a neighbor's house in order to throw them in contact with the neighbor's whooping children, that they might take it. But these old foggy ideas are not believed any more. Neither is the theory about cowpox and smallpox. And men and women are demanding of the doctors new ideas and new practices. They are demanding to be told how to keep well, not how to make one disease combat the other. They want to know how to become and to remain so well that disease germs of every kind will take wings and fly away, or die for the lack of weakened bodies of men and women, and boys and girls, to feed upon.



HOLD FAST TO THAT WHICH IS GOOD

BY M. D. CEMBERLIN

HOW to retain the bloom and vigor of youth is a question which baffles and interests all, and more especially do we grapple after the ways and means as the fleeting years go gliding by, and we notice the hairs of our heads (which are all numbered) one by one, and sometimes in groups of dozens, fall to the ground and leave that familiar bare spot which so many people admire, and yet nobody wants, but when once acquired would not exchange for worlds.

In studying the ways and means as how to retain Nature's endowments, the gifts of grace and beauty, we too often find ourselves digressing widely from her ordained paths and follow in the footprints of some "man-made theory" and call to our aid something foreign to and outside of Nature's plans, which choke and strangle the even tenor of her ways.

We want to prove all things and hold fast to that which is good.

Health and beauty of form and face is one of the richest endowments which Nature bestows upon us, and we are all slow and reluctant to give them up.

Instead of confining ourselves to books of recorded facts and theories of what has happened to those who have gone before, there are many things in regard to health we can learn from the study and observa-

tion of the habits of the lower animals, which are unwritten and who have no teacher or guide except the instinct implanted within them by their Creator.

For instance, after a hard day's work to the plow, your horses, which have had certain and given sets of muscles brought into play all day, and other sets which have not been called into action lying dormant as it were, causes the animal to become tired and weary, but before being put into his stable for the night he lies down and rolls back and forth, and over and over again and gets up, shakes and stretches himself, and by so doing has brought out or aroused the sleeping muscles and caused the blood to flow through them and on through the tired muscles as well, and caused an equilibrium to exist throughout the whole body, and is now ready for a good night's sleep.

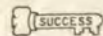
This little simple exercise is their medicine chest, and all the doctor that has been given to them, and they are ready to enter Nature's beauty-shop, which is a good night's sleep.

Over-strain, or nervous tension in one particular direction, is what causes furrows or wrinkles; hence before retiring at night a few moments spent in proper exercise, creating a normal equilibrium throughout the whole body, so that no muscle shall be under a greater strain than another, will cause the whole body to sink into a quiet repose at one and the same time, and you will find your sleeping nights to be twin sisters to those happy ones of youth.

A few drops of courage and energy at the right time and place have helped many a man over the sandbars of discouragement of this life, and it will help you.

Always make the best of what you have at hand, and your efforts will blossom into rich results.

Never worry and fret over what you have not, but be careful and prudent and protect what you have. Stick close to Nature's trolly line and use the power you already have, and more will be given you as your need requires. Hold fast to that which is good.



"Talk not of wasted affection! affection never was wasted.

If it enrich not the heart of another, its waters returning

Back to their spring like the rain, shall fill them full of refreshing.

That which the fountain sends forth returns again to the fountain."

—LONGFELLOW.

FOOD POISONS THAT WE EAT

VALUABLE INFORMATION RELATING TO PACKING HOUSE ADULTERANTS

If nothing more comes of the packing house enquiry than arousing of the people to the dangers of meat eating, great good will be the result. As a people, we have treated too lightly the oft-repeated warning that has been given, paying little or no attention; treating it as if it were, after all, only a huge joke. We have indulged our appetites in foods that have endangered the health of the body and befogged the intellect. We have given vastly more thought to what we shall put upon our backs than what shall go into our stomachs. We have gone to the depths of gluttony in our efforts to satisfy an appetite fired by unnatural indulgences in foods that only bring distress to the system in the eating. We have made show racks of our backs and garbage barrels of our stomachs. We have eaten without considering the effect of the food upon us, and with no thought of prolonging life and increasing our scope of usefulness. We have lived to eat, without eating to live.

In an article exposing "Stockyard Secrets," in a recent number of *Collier's*, Upton Sinclair tells some nauseating facts about the condition of affairs there. He was taken to task for making the assertions he did. Of subsequent events he said:

"About three months ago I submitted my story of Packington to a well known New York publishing house, which offered to publish the book, provided I could satisfy them that it was true, and after examining the evidence which I offered them, they decided to make one more investigation, one which should be so thorough and all-inclusive as to satisfy even me. Accordingly they sent their attorney, a personal friend of the head of the firm.

"The report of the lawyer when he came back from Chicago was that I had not told the worst about the shocking conditions which prevail. He reported that he saw with his own eyes hogs, which had been condemned for cholera and loathsome skin diseases, being rendered into lard. He brought with him a signed statement from a physician prominent in Chicago, a professor in the Illinois State University, and the former head of the City Bureau of Inspection. This physician had discovered that hogs, which had died of cholera in shipment, were sent to a place called

Globe, in Indiana, and rendered into lard, and that carcasses of steers which had been condemned as tubercular, and were supposed to be "locked up in bond," were left upon an open platform and carted away at night. Under the law the responsibility for all this rested with three city inspectors, politicians appointed by the Democratic machine, and the doctor, when he found he was powerless to prevent the graft, armed his inspectors with syringes and ordered them to inject kerosene into the condemned meat, with the result that he was removed from his position, and the city inspection bureau abolished.

"Quite recently it occurred to me to read the laws of the United States concerning the inspection of meat. I found that they had apparently been phrased for the precise purpose of making this graft impossible of prevention; and upon further inquiry I learned that the whole system of Government inspection had been established at the request of the packers, and for their benefit, to enable them to certify to the governments of Europe that all the tainted meat is kept at home. The Federal inspectors have no definite authority over meat which is condemned as unfit for export; the law directs that it shall be disposed of according to the laws of the municipality in which the slaughtering is done—which means, in Chicago, that it is turned over to the city grafters. If a packer is not shipping for export or interstate commerce, he does not have to have inspection at all; consequently there are innumerable cheap places outside of the yards secretly owned by the packers and used by them for the purpose of slaughtering meat which is so bad that it can not be got past the Government inspectors. As for microscopic inspection the law specifically states that there shall be none except with hogs intended for export, and as one and one-half per cent of those so inspected are found to be infected, we Americans consume not only our own one and one-half per cent, but also the one and one-half per cent of Europe.

"In a Bulletin of the Food Commissioners of the state of Minnesota, I find the lard, "summer sausage," "boiled ham," and other products of Armour, Swift, Morris, Cudahy, and others, set down as "illegal." In a Bulletin of the State of

Pennsylvania I find that these packers have, on numerous occasions, pleaded guilty to *criminal charges* for selling preserved and adulterated sausage. As regards the "tinned meats," of which they send out millions of pounds every year, I have been making a study of the report of the Court of Inquiry appointed to investigate the "embalmed beef" scandal at the close of the Spanish War. This is a document of nearly three thousand pages, recording the result of an official and duly certified experiment, conducted under Government auspices, to ascertain the effect upon human beings of the continued consumption of packing-house canned meats. I will close this letter with a few lines from the sworn testimony of the Hon. Theodore Roosevelt, then Governor of New York, and shortly before Lieutenant-Colonel of First United States Volunteer Cavalry: "The canned roast beef was utterly and hopelessly unacceptable. I should say that, roughly, not a fifth of it was consumed. The cans when opened would show usually on top what looked like a layer of slime, a very disagreeable looking substance. The beef inside was stringy and coarse. It was like a bundle of fibres. Sometimes we could stew it. . . . The great majority of the men, when put upon it for two or three days, would become sick."

The poisons in the meat were responsible for the sickness of the men after two or three days' diet of canned roast beef, alluded to by Hon. Mr. Roosevelt. It will be interesting to note what these poisons are.

Uncle Sam is running a boarding house at Washington, and there the actual effects of prepared meats and adulterated foods has been tested by running them through a dozen government clerks, who are pledged to eat nowhere else and who have to subject themselves to regular examinations as to their physical condition. This boarding house is carried on in connection with the Bureau of Chemistry, and is under the direct supervision of Dr. H. W. Wiley, chief of the Bureau.

A few weeks ago Frank G. Carpenter, that inimitable writer of facts as he finds them, visited Dr. Wiley and obtained much valuable information.

"These food experiments" he says, "have covered different articles from year to year. They started out with meats, and later on took up certain acids and other preservatives used in butter, pickles and canned foods. The scientists have tested different liquors, and have, in snort, care-

fully examined almost every important article prepared by man for the great American stomach.

"During the first year the experiments were largely devoted to borax and boracic acid. Borax is practically tasteless and one might eat a considerable amount of it without knowing it, if mixed with other foods. Borax and boracic acid are used by meat packers, dairymen, and those who prepare fish for the markets. They are sprinkled over oysters to keep them fresh, and are often put into the tub oysters, carried over the country. They are sometimes used in butter, milk and cream, and are frequently sprinkled over fresh meat and fresh fish.

"When these facts were first published the packers claimed that borax and boracic acid were harmless, and Uncle Sam replied:

"You may be right, but it will do no harm to test it." "It was with this view that Dr. Wiley started his boarding-house. He took these twelve lusty clerks and fed them food which contained just so much boracic acid. Each man ate in one shape and another an amount about half the size of a pea every day for the first five. For the next five days he was given double as much, and the quantity was gradually increase until he sickened. He was then put on a recreation diet, and when better started again. The stuff was so administered that the men hardly knew they were taking it. They could not taste it, and it gave forth no smell. To all outward appearances their food was just like that of the ordinary boarding-house, except that it was the best the market could afford, and that it was well cooked. In fact, for the first twenty days there was no sign that there was anything wrong. At the end of that time, however, the boarders began to lose their appetites. Every one had headaches, pains in the stomach, nausea and vomiting. The symptoms were the same throughout; and there was no doubt but that the borax was the cause of the trouble.

"Borax and boracic acid are used largely by the packers in curing hams, bacon and corned beef. They are cheap preservatives, but are not at all necessary; as the meats can be cured in other ways without them. All of such meats sold to the United States Army and all exported to Germany are free from such ingredients. The Germans will not admit and the War Department rejects them. Borax is also used largely for curing fish, and it is com-



A Western Adept



An Occult Story by WILLIAM WALKER ATKINSON

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SYNOPSIS

The first two chapters of this story were published in "THE MYSTIC," but the remainder of the story will appear in monthly installments in The Segnogram, the author intending to issue the story in book form later in the year. In the first chapter, the character in the story who tells the tale, introduces the reader to "Colonel Armitage," strange character whom he meets in a hotel in an Eastern City. He describes the Colonel as follows: "He gave one the impression of a man who has seen military service in some warm country—the idea of a retired English officer who had served in India, coming naturally to one's mind when considering him. He was tall, slender, wiry, muscular, straight. His features were those of the Arab. His hair was black, streaked with grey—his eyebrows were very black, the grey not having appeared in them as yet, and from the recesses beneath them glittered or shone his somewhat peculiar eyes, which pierced you through and through, and at times seemed to burn into your very soul. His brow was high and intellectual, and his jaw was large and strong. His face was brown and weather-beaten, and yet seemed softer than those of many fairer men. His habitual expression was one of deep repose, carrying with it a decided impression of firmness and decision." The person telling the tale, describes how one evening he found himself in the deepest depths of pessimism and despair. He had endeavored to solve the Riddle of Life by intellectual reasoning, and found himself at the end of his mental resources as far from the goal as ever. He determined to end it all, and cheat life. He moved toward the drawer in which reposed the instrument which would still the fever of existence. He opened the drawer, and reached his hand for the weapon, but as he did so he found his arm and hand in the grasp of some other Will, which drew him back from the drawer, and caused him to move back into the centre of the room. Feeling the presence of some other person in the room, he turned and saw standing by the door his friend Colonel Armitage. In the second chapter, the Colonel tells the young man that he has reached an important stage of his progress along The Path, and that he is becoming sane at last—that he is on the eve of the Soul's Awakening. He tells him to think of him as one of the Illuminati, a Brotherhood whose work is to aid in the unfoldment of the race. He bids him go to bed and take the rest he needs, and promises to see him again in the morning. The young man drops his eyes in thought, and when he looks up the Colonel has disappeared. He steps to the door and tries it, remembering that he had locked it early in the evening. He finds the door still locked and bolted. His brain in a whirl, he undresses and falls into a deep sleep, awakening at a late hour the next morning. The chapter given below takes up the story from this point.

Chapter III was published in the Aug. number of The Segnogram.

CHAPTER IV

A TALK ABOUT "I"

"LET us ride to the park," said the Colonel, "I like to get as close to Nature as possible. Do you know," he added, "that there is an irresistible desire to be out-of-doors to people who have reached a certain line of development. Their best work seems to be done out in the open, rather than within walls." And so we rode out to the park, and seated ourselves under a shady tree, in a quiet section.

"I wish to impress upon you," said he, "that the experience that you had at the hotel this morning, while interesting and somewhat startling to one who experiences it for the first time, is not in the nature of the best proof of the independence of the

'I.' You will never really feel the truth, until you have received the clear message from the Transcendent Plane of the mind—then you will find it a part of your mental being. In that experience, which will come to you, you will temporarily lay aside the astral body, and the two lower mental sheaths, just as you did the physical body this morning, and you will be able to centre your consciousness in your Transcendent Plane of mind, which is the highest mental principle, and is subordinate only to the 'I' itself, which is Spirit.

"Before taking up our consideration of the nature of the 'I,' I would impress upon you the fact that I do not desire to convert you to any particular religious view, neither do I wish to prove any special scientific theory, or philosophical or metaphysical hypothesis to you. These things have their proper places, but my sole purpose at this time is to bring you to a realization of the Reality of the 'I,' for the purpose of making you know that you are a *real* thing, having the roots of your being planted deep in the One Reality of the Universe. This realization of the 'I' lies at the basis of all power, influence, strength, and self-confidence. In the measure that a man possesses it, is he able to manifest these qualities. This consciousness is the basis of the only practical strength and power that a man may gain. One must know that he 'is,' before he is able to express and manifest himself. The knowledge of the reality of the 'I,' makes men Masters, instead of slaves. Not only is this true of spiritual, mental and occult things, but of material things as well. The so-called 'great' men of this and past ages, have stumbled upon a fragment of this truth, and, although not knowing the source of their inward strength, they, nevertheless, invariably possess a sense of the reality of something within them that they call 'I,' which gives them confidence and power, and often causes them to feel that they are under the protection of some 'lucky star' or special Providence. To feel this 'I' consciousness, is to plant your feet on solid rock.

"The strongest thing in man's consciousness is this sense of being—represented by the words 'I Am.' The bringing out of this sense into full realization is the first aim of occult teaching. This fact was insisted upon by the old teachers in the Ancient Mysteries as a prerequisite for further teaching to the student, and as the foundation stone vitally necessary for the soundness of the structure to be erected thereon. To know the 'I' as a *real* thing, we must know it as a thing that cannot be destroyed, or taken away from—something that is above the law of name and form, and change. Therefore to so know it, we must separate it from the things which closely surround it—so closely as to be often mistaken for it—and, so separating these things from it, we must look for 'the thing-in-itself.'

"As I have said," continued the Colonel, "there is to be found at the foundation of the consciousness of every human being, a sense of the 'I,' by which we mean that conscious, feeling, thinking, acting Something Within, that knows itself as *existing* and which underlies every thought, word and act. When one says 'I Am' he expresses a conviction of Existence, which is self-evident, and requires no proof. It is the one thing that a man knows positively, without proof, and which no argument may disprove. No man can think of himself as non-existent—no man can truthfully say, speaking from his consciousness, 'I am Not.' No one ever feels the need of putting to himself the question, 'Am I, or Am I Not?' The assertion 'I Am' is the fundamental statement of fact and knowledge, and stands above and beyond all argument or further proof. It needs no proof to make it stronger, and no attempt at disproof, however cleverly devised, can shake or weaken it. This unanalysable feeling of real Existence is the cornerstone of the life of the Individual, or the Universe. By broadening and increasing the understanding, one may come to realize that this 'I' is a greater thing than he had supposed, and the 'I' may seem to expand, but nothing can lessen the sense of its reality or importance. I, of course, am speaking of the 'I' that gives the sense of real existence in each individual, and not of any petty idea of one's personal self.

"I need not tell you, that the Intellect will report to you that anything to be *real*, must be a 'thing-in-itself'—something behind appearances—unchangeable—indestructible—eternal. Nothing else is 'real,' in the true sense of the word. You have

the report of your consciousness that this 'I' is *real*, and unless you reject that report you must accept the evidence. Then it must follow that the real 'I'—the 'thing-in-itself' cannot be changeable, transitory, mortal, etc. Your Intellect will force you to accept this statement. And so, in view of this idea, let us take stock of ourselves, and see what is 'I' and what is 'not I.'

"We need scarcely stop to consider the physical body," continued the Colonel, "for we know that it is but a form through which flows a constant stream of matter, new matter being taken in and other matter being discarded each day, the atoms of the body constantly changing. Compared with our rule, we find the body, a changeable, transitory thing, growing, declining, dying. Such a thing cannot be *real*—cannot be the 'I,' and therefore we may place it in the 'not I' category, as something the 'I' uses, but which is but an instrument of expression, and not the 'I' itself.

"Then we may consider the Vital Force, or Energy, which underlies every action of the body. We find that this, likewise, is a constantly changing thing, increasing and decreasing, coming from without, and then after being used, again passing from us. This, then, cannot be the 'I,' and we may place it with the body, in the 'not I' collection.

"Then we may consider the mind. Is it unchangeable, certain, fixed, and solid, or do we find it constantly changing, uncertain, shifting, growing, declining? Need I say which? Although the mind seems very close to the real 'I,' a careful analysis shows it to be but a higher form of 'not I.' We may set aside each and every mood, feeling, or emotion, and examine them, dissect them, compare them, discuss them, study them. But what is it that is doing this considering, comparing, discussing, examining, studying, and what not? Why, the 'I' itself, which is all the Knower and Considerer, using the Mind as its instrument. Do you see what I mean?

"And after we have set aside all this body, vital force, and even mind, in the category of 'not I,' what have we left? Simply the 'I,' resting there secure and untouched—unanalyzed and unconsidered. Think for a moment, you cannot set aside the 'I' at mental arm's length and consider it. Try it. Imagine yourself doing it, and what do you find? The 'I' being considered at arm's length, but being considered by what—why, by the 'I' itself. It cannot be done. The Considerer and the Considered form the two ends of the stick, and the 'I'

cannot be at both ends. It cannot set itself aside and consider it, for when it tries to move itself toward a point, there is nothing left to do the considering. The 'I' cannot consider itself as an object. All it can say is 'I Am,' implying existence. The moment it attempts to qualify itself, by adding any other word to that 'I Am' it is simply speaking of some instrument it is using—either Matter, Energy, or Mind. The 'I,' itself is what the occultists call pure Spirit—something higher than Mind, Energy, or Matter, and capable of making use of all three. So again, you see, the 'I' may set aside body, vital force, and even the mental states, as 'not I' things, just as can the mind set aside the things it finds outside of itself, including energy and the body. And after the last possible setting-aside there remains the 'I,' undiminished, unchanged, existent, real.

"Now that we have examined the report of the Intellect, let us see what the Imagination has to say—that Imagination that many suppose capable of any vagary or foolishness, but which we shall find has its limits beyond which it stubbornly refuses to move.

"The Imagination willingly makes us a mental picture of ourselves apart from our bodies. We can, in fancy, see ourselves flying through space, leaving our bodies behind us. And with its aid we may imagine ourselves existing without movement, or action, without Vital Energy in fact, that is we may imagine the 'I' as existing within this vital force. And likewise, by a supreme effort of the Imagination, we can see the 'I' as existing without the accompaniment of its instrument the Mind—that is existing separated from the Mind. In fact, in our consideration of the Mind as 'not I' material, being considered by the Considerer, the 'I,' we formed this mental image, by the use of the Imagination directed by the Intellect and Will. But, now comes the final test of the Imagination. Let us instruct it to imagine the 'I' as dead, destroyed, non-existent. It refuses. *It cannot do it.* It may imagine some other 'I' as non-existent, for it is not connected with that Ego. But, as for the 'I' to which it is attached, it declines the task, finding itself unable to accomplish it. It may imagine the body as dead, but in that case the 'I' must be alive and existent to see the dead body. If one tries to imagine himself as dead, all that he is able to do is to imagine his body as dead, and himself looking at it; or else the body dead and He inside of it, *living* and knowing it. Try as it may,

it is impossible for a man to form a mental image of himself as dead, destroyed, or non-existent. The Imagination will see the 'not I' instruments, body, vital energy, and mind, as destroyed, but while doing so it sees the 'I' existent and knowing. In fact, it is the 'I' behind the imagining. So even the Imagination cannot destroy the 'I' behind it, even in its wildest flights.

"The Intellect and Imagination, give us other and higher reports regarding the nature of the 'I,' which we will investigate some time in the future. But this is enough for the present. I have tried to show you (1) that the consciousness gave you a certain report of the existence of a real 'I,' (2) that the Intellect informs you of the prerequisites of a *real* thing; (3) that applying this test, you were compelled to discard the body, the vital energy, and the mind, as 'not I' things; (4) that after you had discarded these 'not I' things, you found still within you, a Something that was beyond measuring, comparing, or even considering—and that something was the 'I' itself, which seemed to have no qualities, and reported only by an assertion of existence, in the words 'I Am'—all that we consider as 'qualities' being outside things which it used as instruments; (5) that the report of the Imagination corroborated that of the Intellect, in as much as it could imagine the 'not I' things as being separate, and capable of change and death, but (6) the Imagination was not able to set aside the 'I' from itself—could not split it up into qualities of parts for consideration—and could not conceive of it except in terms of mere existence and being; and (7) could not imagine it as dead. Have I made myself clear?" asked the Colonel. I nodded assent.

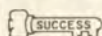
"Then," he concluded, "you see that you have been looking outside of yourself for the Truth about yourself, when you could have obtained very good information from within. You will obtain further reports and additional proof from the higher regions of your mind, in a short time, I think, but I feel that I have brushed away the obstacles, and that your Intellect and Imagination will now aid you instead of opposing you as heretofore."

He rose from his seat, saying: "And now, good-bye, my friend. Think over what I have said, and consider it carefully. Endeavor to settle the matter satisfactorily to your intellectual consciousness, independent of your experience this morning. By doing so, you will help to loosen the confining sheaths that have been retarding the

unfoldment of your higher consciousness. The Intellect, often holds tight the unfolding flower of the mind, by refusing to believe that there is any flower there, but when once it is made to understand the true state of affairs, it is eager and anxious to help to bring its more advanced brother out into the light of consciousness. You will understand the nature of these things, bye-and-bye. For the present have Faith—and Hope. I will drop into your room in the morning, but I will knock this time," he added, smilingly.

And he walked off, leaving me to ponder over the wonderful truths he had imparted to me.

[To be continued in THE SEGNOGRAM for October]



His Will Power

Doctors tell us that some persons die when medical science says they should live, while others live when, according to the same science, they ought to die. The will-power, says the doctors, compels the one class to live, while the want of it leaves the other class to die through sheer moral feebleness. The Detroit Free Press tells of a man who insisted upon getting well, though his physicians insisted that he must die.

An old man, living in the northern part of the state, got out a lot of timber many years ago for a toll-road company, but the company failed and left him in the lurch.

For years and years he tried to sell the timber to this one and that, but no one wanted it, and at last time and decay rendered the beams almost worthless. Last summer the supervisors of that county advertised for proposals to build a bridge and the old man put in a bid.

While waiting to see what would be done he was taken very sick and he grew worse so rapidly that a council of doctors was

called. After due deliberation he was informed that he was approaching his end.

"When will I know about that bridge?" he coolly asked.

"The bids will be opened today."

"Well, I'll send John over to see who gets the job and my living or dying will depend on his news."

At 5 o'clock in the afternoon the son and the family physician arrived in company. The old man was neither better nor worse.

"Well?" he asked, as John approached.

"Our bid was accepted, father."

"And we got the job?"

"Yes; but the doctor says you can't live."

"I can't, eh? I'm not only going to build that bridge, but I'm going to work that square timber into it up to the last foot, or my name isn't John Rogers!"

It is a fact, vouched for by a dozen good men that he was off that dying bed in a week, and in less than a fortnight he was at work on the bridge.

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HAPPY THOUGH AT HOME

Thoughts on How to Make Home the Happiest Place on Earth

SPEAKING of tact in the home Lilian Whiting says: "Tact in the home is that subtle and irresistible grace which is, at once, as potent and as invisible as electricity. It is a sixth sense, a determining factor, preceived only by its results. If it is not strictly a heroic virtue, it is, at all events, the one without which all others fail of their true effect. It is the gift that combines with every other, like the cipher in numbers. Emerson alludes to tact under the name of Address, in his epigrammatic rhyme:

The only credential,
Passport to success,
Opens castle and parlor,
Address, man, address.

"Tact is courtesy carried to its fullest expression, and courtesy itself, in its ideal sense, is love. Tact is flexible and sympathetic, and it is swift to recognize the point at which it is wisdom to concede. Firmness of purpose is all very well, but there are considerations that may well outweigh the carrying of a point. A human being is not a machine. Fixed hours and definite engagements are all very well as the framework of living, but they are by no means to be mistaken for life itself. Work and affairs are for people, but people are not constructed exclusively for affairs and work. There are other claims.

"It is the defects of qualities that often make themselves jarring notes in the home. The persistence that degenerates into insistence and annoys rather than sustains; the abrupt question that breaks in rudely on a moment of dream and vision, the intense partisanship that relegates every member of the family to the vigilant espousal of one side or the other of any subject for discussion; the lack of consideration in little things,—all these are the breakers, which a failure in tact creates, on which the family happiness is too often shipwrecked. There is no reason why the same scrupulous courtesy which is the unwritten law in social intercourse should not equally prevail in the family. Love should include courtesy as one of its manifestations. In the degree in which one is swiftly responsive and constantly in touch with love and generosity and sympathetic perception does he command the potencies of life.

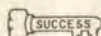
"The most scrupulous respect for the in-

dividuality of each member of the household is the open door to the most perfect interchange of confidence. The delicacy that never intrudes even in the habitual intimacy of family life is the key to confidence and sympathy. When the mail comes for instance, the practice of putting the letters of each member of the family in the room of the person to whom they belong is one form of tactful courtesy. Let any sharing of the contents be voluntary and never enforced, and then will it be mutually sweet and full of interest and affection. When the boy comes in from school and remembers to put his books in the proper place, but throws his cap on the floor, tact will commend the former and perhaps ignore or else gently refer to the latter, rather than ignore the thing well done and rebuke the defect. Tact conciliates, while the lack of tact reproaches and thus irritates the one rebuked.

"Sometimes a confidence is given which turns out to be the initial chapter of a story which enters into an individual life with transforming force. Once told,—there may follow a train of circumstances and experiences which the one into whose life they have entered prefers not to further relate. They have become sacred and personal, or other reasons arise which constrain to silence. The lack of tact which will question regarding this initial confidence and keep up a perpetual reiteration of a desire to know what is not voluntarily given is one of the most flagrant violations of that courtesy and fine consideration which we are seeking to discuss. This persistence is well named nagging, and it is one of the most intolerable of the sins of familiarity. To recognize the right moment to let a given subject drop is to have achieved a signal success in tact.

"The relative virtues of public and private living have been too often contrasted rather than seen as mutually inclusive. Is it the life of society—of formal and ceremonial meetings, of incidental and accidental contact,—that demands the finest qualities to the evasion, or ignoring them in the enforced intimacy of the family? Rather is it true that no form of life so absolutely requires complete and harmonious purpose as that of the home. The woman whose mind has been disciplined by university study and enriched by classi-

cal culture, by travel, and by social experiences;—the woman who has garnered the best that the world can offer will yet find herself taxed by the demands of home and family life. All fine threads she holds in her hands,—the ordering of all the daily resources,—the giving to each and all sympathy, comprehension, and companionship; the hospitality,—not merely in entertaining, but that even truer hospitality of thought and the keeping the sweetness of spirit that thinketh no evil. The most potent force is that of unconscious influence, and the woman who makes her home the center from which all that is uplifting and invigorating radiates is contributing the best possible aid to social progress. To keep the living coal on the domestic altar is to live a life that is not remote from the angelic and the divine. Charm is the result—the influence, so to speak,—of a combination of all beautiful qualities. Dr. Holmes well said: 'It is a woman's business to please. I don't say it is *not* her business to vote, but it is essentially her business to please, and there must be something about her that makes you glad to have her come near.' The highest development of tact is mirrored in these words."



A Little Advice to Fathers

My heart goes out in sincerest pity to the man who cannot make a companion of his boys. Do you know, fathers, that you are unconsciously depriving yourselves and your sons of the sweetest pleasures if you do not make them your companions? Think what you are doing by allowing them to grow up without your protecting care. Some day, perhaps, you will realize what you miss by not associating with them more. Be with all your children just as much as possible while they are little, for by so doing you will become young yourself and will appreciate with keener zest the good things of this life. The reason why many boys go on the wrong road is because their fathers maintain an indifferent attitude toward them from the time they are two years of age until they are eighteen or nineteen. You cannot reasonably expect a boy to turn out as you should like to have him if you take no personal interest in his welfare. I know of a father who has a son in whom he takes a genuine interest, and they are the closest chums it is possible to imagine. It is, of course, impossible for them to be together all the time, for the father works all day at his

store and the boy goes to school, but at night they are always together. The father does not monopolize the companionship of his son, by any means, for he invites other boys to call at his house, and when you see them all together you can well imagine that there is no man about. The father enters into all the sports of the little fellows, who rightly aver that he is "great." That boy is now almost nineteen, but when he had passed the age of twelve, the father said:

"My, oh my! Next year you'll be in your teens, and then what shall I do?"

"Same as you've always done," said the boy, while a dimple played in his cheek and a sly twinkle came to his eye. "You know we've pledged ourselves to stick together forever."

"So we have, so we have," said the father, "and no matter how big you get you will always be my chum."

That's the way to treat your boys.

UNCLE BOOKER.

You Owe it to Your Mother

(From SUCCESS)

To manifest an interest in whatever interests or amuses her.

To seek her comfort and pleasure in all things before your own.

Not to forget that, though she is old and wrinkled, she still loves pretty things.

To make her frequent, simple presents and to be sure that they are appropriate and tasteful.

To remember that she is still a girl at heart so far as delicate little attentions are concerned.

To give her your full confidence, and never to do anything which you think she would disapprove.

To make her a partaker, so far as your different ages will permit, in all your pleasures and recreations.

To lift all the burdens you can from shoulders that have grown stooped in waiting upon and working for you.

Never to intimate by word or deed that your world and hers are different, or that you feel in any way superior to her.

To treat her with the unvarying courtesy and deference you accord to those who are above you in rank or position.

To study her tastes and habits, her likes and dislikes, and cater to them as far as possible in an unobtrusive way.

To bear patiently with all her peculiarities or infirmities of temper or disposition, which may be the result of a life of care and toil.

To consult her and ask her advice in regard to whatever you are about to do, even though you have no doubt as to what your course should be.

Hints for the Busy Housewife

Keep a bottle of salad oil well corked, in a cold, dry place, and always in the dark.

A clam shell is better and more convenient for scraping a pot or kettle than a knife.

If ice is applied to a burned finger until it stops smarting, the skin will dry and leave no blister.

Fill used cans with cold water, but let them soak away from the stove, as heat makes them harder to clean.

Dissolve a little fine white sugar in the last rinsing water when washing fine lace, and do not use starch.

If stove polish is moistened with benzine, the blacking will last much longer and be brighter on the stove.

To remove a rusty screw, first apply a very hot iron to the head for a short time, then immediately use the screwdriver.

A very strong solution of alum and hot water applied to furniture and crevices in the walls will destroy vermin of all kinds.

A crust of dry bread dropped into a kettle of hot frying fat will keep it from burning until the cook can give it something else to do.

Keep a piece of newspaper scorching on the stove while frying doughnuts, and the paper smoke will drive away the unpleasant burned-lard odor from the house.

Beeswax, broken in pieces and put within the folds of white woollens and silks, will overcome the tendency to yellowness that white fabrics have when laid away for any length of time.

On taking a cake from the oven, set it on a cloth wrung as dry as possible from lukewarm water. Let it stand on the cloth about five minutes, and then it can be easily removed from the tin without breaking or sticking.

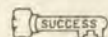
If a three-foot piece of inch hose is slipped tightly over the faucet of the kitchen sink, it will prove invaluable in filling boilers, tubs, teakettles, and other large or cumbersome vessels, besides saving steps and backaches.

Linoleum will wear longer and look better if it is given a coat of varnish three times a year. Let the varnish get very dry before walking on the floor. When cleaning, add a little kerosene to the water; it softens the dirt and hardens the linoleum.

Line a granite dish with tomatoes and place a large bell pepper or a red pepper in the center. Cover thickly with bread-crumbs, add salt and pepper, with small

lumps of butter, and bake gently. Canned tomatoes and generous dashes of red pepper may be substituted.

When buying a lamp, get one or more extra chimneys and burners; also, a yard or two of wicking. This practice saves delays and annoyance, when one lives far from a store and kerosene lamps are the only kind used. If the lamps and burners are all alike, but one kind of supply need be kept on hand.



Food Poisons That We Eat

[Continued from Page 11]

mon in connection with our codfish. Boracic acid is employed in milk and cream, and, in fact, there articles are found in many other things."

Acids used as food preservatives:

"There are many kinds of acids," said the Agricultural chemist, "and we have tested most of them. Our first experiments were with salicylic acid. This is employed chiefly in foods which are liquid or semi-liquid. It is used in canned vegetables and also in jams, marmalades and sausages. You may drink it in soda water, and it is frequently sold by the drug stores as a fruit acid. This stuff is so injurious that the chief legislatures of the world are forbidding its use. France, Italy, Spain, Germany and Austria have laws against it, and so have some of our States.

"Sulphurous acid is used in evaporating fruits and also in wines. Sulphites are sprinkled over fresh meat to give it a bright red color. When so treated the flies can blow over it all day and it will look just as fresh as when first cut. Indeed, I should be careful in buying an especially red piece of meat in the market. If it is a natural red it is all right, but if it is a sulphite red it should be rejected.

"And then there is benzoic acid," continued Dr. Wiley. "That is used in sweet rickles and in other fruits where sterilization is not required. It is also employed in making catsups. Boracic acid is used in butter and milk, and formaldehyde may be called the chief milkmaid of the lazy dairyman. Formaldehyde is highly injurious to children and also to adults, and it seems dreadful to think that it is sometimes mixed with milk supplied to babies. One of the chief reasons for its use is to conceal dirt. The man who employs it may have a dirty cow and a filthy stable; there may even be manure in the bottom of his milk bucket and this would hide it."

Mental and Physical Culture

A System of Training the Little Ones

By AUMOND C. DAVID



EXERCISE No. 22

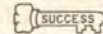
Exercise and Photo No. 22—Placing both knees on bar, hold child by elbows out to front of trapeze; swing twice thus; change to ankles, possibly with cushion beneath them, still holding elbows, which will strengthen back and abdomen muscles. When lifting her from swing, do so by placing palms beneath elbows held at her sides, to the bed, when the entire stiff arms, with palm to palm may be used for jumping to three or four counts; teacher's hand being close to hips of child of course.



EXERCISE No. 23

Exercise and Photo No. 23—From position as in 21 she is to let body hang clear

down; the breath being used in normal way, during swing of six or eight counts; assistance will, of course, be necessary in returning to sitting position. This may be taken with the doll in duplicate of it, or with blocks to allay fear and self consciousness; care is necessary in the matter of time after eating or drinking and in the deliberation of motions under so strong a strain across the abdomen.



If you are original and enterprising you will be opposed, but opposition will prevent dullness, and criticism is the whetstone on which a genuine man is tempered and polished.

—MADISON C. PETERS

Eye-glasses Not Necessary

Eyesight Can Be Strengthened, and Most Forms of Diseased Eyes Cured without Cutting or Drugging

That the eyes can be strengthened so that eye glasses can be dispensed with in the great majority of cases has been proven beyond a doubt by the testimony of hundreds of people who publicly claim that they have been cured by that wonderful little instrument called "Actina." "Actina" also cures most cases of sore and granulated lids, Iritis, etc., also removes Cataracts and Pterygiums, without cutting or drugging. Over 70,000 "Actinas" have been sold, therefore it is not an experiment, but an absolute fact. The following letters are but samples of those that are received daily:



Mrs. M. E. Champney, 242 West 135th St., New York City, writes:—"The 'Actina' cured me of Iritis, after the doctors said there was no cure outside an operation. I have been entirely well for over four months, can see to read and sew as well as before. I can honestly recommend 'Actina' for all afflictions of the eye."

Emily Knapp, 1920 Galena St., Milwaukee, Wis., writes:—"The 'Actina' I purchased from you a year ago saved my brother's eyesight. My brother was nearsighted, wore number five and six glasses, and now he can go to school and do all his work and study without glasses."

E. R. Holbrook, Deputy County Clerk, Fairfax, Va., writes:—" 'Actina' has cured my eyes so that I can do without glasses. I very seldom have headache now, and can study up to eleven o'clock after a hard day's work at the office."

"Actina" can be used by old and young with perfect safety. It is impossible to do harm with one. Every member of the family can use the one "Actina" for any form of disease of the Eye, Ear, Throat or Head. One will last for years, and is always ready for use. It will be sent on trial, postpaid.

If you will send your name and address to the New York & London Electric Association, Dept. 5 N, 929 Walnut St., Kansas City, Mo., you will receive, absolutely FREE, a valuable book—Professor Wilson's Treatise on disease.

Our Brothers: *The Birds and Animals and Creeping Things*

By H. M. WALKER

EVERYTHING in Nature is made of one hidden stuff. We see "in the horse a running man," as Emerson says, "in the fish a swimming man, in the bird a flying man, and in the tree a rooted man." And Dame Nature has her own way of doing things. She never makes a mistake. If she finds she has produced something that causes trouble she immediately makes something else to destroy it. Thus we have insects that are parasitic on other insects, just as we have men that are parasitic on other men. Each has a mission, and each is working to the good of all. "The particular man aims to be somebody; to set himself up; to truck and higgler for a private good; and, in particulars, to ride, that he may ride; to dress, that he may be dressed; to eat, that he may eat; and to govern, that he may be seen," forgetting that Nature must give the bitter with the sweet. The particular man is no more to her than the particular lion or the particular mouse. Men think to be great means to get only the sweet of Nature, and so thinking, they strive particularly for that which they have been taught by environment to believe will add pleasure to their lives, and give them enjoyment. They lead themselves to believe that Nature has but one end, and somehow get the idea that they occupy the toe of the stocking that the end wears. They want to get the sensual good, and let somebody else take the bad. They "drive Nature out with a fork, but she comes running back."

These thoughts come to me in studying the life of the Chalcis fly. You boys and girls have seen the little black, shiny, four-winged thing. It isn't big enough to talk about, for size, but it has been worth millions of dollars to the cotton growers of the southern states. It can raise a family quicker than any insect known to entomology, and can give the common house fly a six-to-one handicap and beat her under the wire. Nature needed the Chalcis fly badly when she made it, and gave a rush order.

Before the Chalcis fly was made, the famous cotton caterpillar thought he was the wooliest thing in the South—and he was. He used to damage the cotton crop

to the extent of fifteen millions a year. Is it any wonder that he had such an airy opinion of himself?

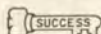
When Nature saw what he was doing, she side-tracked everything else and made the Chalcis fly. I do not know who she got to lay the first eggs from which the first family of Chalcis flies came. But they were layed. In two days the eggs turned into larvæ, or maggots, and three days later the maggots turned into pupæ, and in three days more they were full-fledged, adult Chalcis flies. Just eight days to complete the job! And, my, gracious; what they did do to the cotton worms! If some of our trust magnates had got a corner on that first setting of Chalcis fly eggs, they would have raised the price to a billion dollars an egg. But Nature didn't charge a cent. She never does. And yet men will continue to give their money to the buggiest kind of humbuggers for what Nature alone can give. That, however, is another story.

Let me tell you what the Chalcis fly does. She finds a nice, fat, smooth-skinned cotton caterpillar, and lights upon his back. He wriggles fearfully, but she doesn't mind that a bit. She just sits serenely there and lays her eggs pretty close to Mr. Caterpillar's head, and flies away. In two days those eggs hatch into larvæ, white and lively. The eggs are laid in such a way that when the maggots come—there always are four eggs laid—their heads are together, fastened into the skin of the caterpillar. They start at once to suck food from the live caterpillar. And they grow so rapidly, they have to eat all the time. In three days they have emptied Mr. Caterpillar of all his good things. While they are drawing their substance from him, he has to eat more and more, but he manages to keep alive and well all the while the larvæ are with him. Then they stop eating, and the caterpillar is all in. If one of the larvæ falls off, or is injured and quits eating, he dies and the others die with him, and so does the caterpillar. From the time the Chalcis fly makes a nest on the back of the caterpillar it is a question of eating to live. And when the larvæ have skinned the cat-

erpillar like you would a raw egg, they work their way around underneath the belly of the poor thing and there spin a series of silk threads attaching the caterpillar, which is now a mere empty skin, to the leaf of the cotton plant. Then the parasitic larvæ take their places side by side across the under side of the caterpillar skin, using it as a roof to protect them. There they spin a little more silk and go to sleep—transform to pupæ. In three days the adult Chalcis fly emerges, spreads her wings and flies away, presumably to find another fat, smooth-skinned caterpillar to make him wriggle.

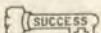
There must have been a lot of wriggling when Nature brought out the Chalcis fly. Just like the wriggling that has been going on since Nature put the "Show-Me" men on the back of the fat, slick-skinned fellows who have been costing the country so much to keep them on velvet. The cotton worm thought he had the softest thing in cotton—and he did. Then Nature sent the Chalcis fly, after which the enquiry.

And so, I say, whether in the shape of a cotton worm, or a chicken-fed holder of gilt-edge securities and other-people's money, when Nature gets after a man she cleans him up pretty thoroughly and hangs him up where he can't do any harm.



Only Enough for One

Father Walters of Chicago, a very strong temperance advocate, tells the following story on himself: He met one of his parishoners entering a saloon. "You are not going in there, are you, Mike?" he asked. "Your reverence, I am." "My brother," he said, "do you know that the devil is going in with you?" "Sure, then," was the reply, "he'll have to pay for his own drink, for I've only enough for one."



An Indigenous Plant

Truth is a plant that is indigenous to every soil. In the gloomiest loam of superstition you will discover its tiniest roots; beneath the most darksome strata of the rocks of bigotry you will find it sprouting here and there, and in the remotest deserts of heathenism it struggles on and on to meet the light. But away down deep in the soil of true spirituality, where there are no stones of creeds nor charred stumps of fear, it takes the strongest root and blossoms full and free.



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UNPRECEDENTED GROWTH

What Has Been Done by the Citizens of Los Angeles Since the Earthquake

In face of the many false reports circulated about the earthquake damage in California, it will be interesting to thousands to know that the highest record of Los Angeles' growth is shown in the three months following the San Francisco disaster. "These facts and figures," says the Los Angeles Herald, "constitute an indisputable answer to the anxious inquirer that poured into the city three months ago."

When the improvement in business conditions warrants a community in declaring its prosperity to the world, it is fitting that the representative commercial interests of that community should set forth that fact in such a manner that it may become known abroad and thereby enhance the value of its progress. With this end in view a proclamation was issued under date of July 30th and signed by the business men of the city, giving the following facts regarding "The Progressive City of the Twentieth century."

Area—Forty-four square miles; average elevation, 270 feet; population, 1906, 230,000; assessed valuation, 1906, city, \$201,000,000. Tax rate: 1906, city, 1.20; county, 1.10.

Churches—170; all denominations.

Schools—Public school buildings, including State Normal, 61; teachers employed, 805; school children, 1906, 44,143; enrolled, 33,000; miscellaneous private schools and colleges, 35.

Library—Volumes in public library, 108,983; home circulation, 725,438 equivalent to one book every ten days for every family in the city, a record not approached by any other public library in the United States.

Manufacturing—Manufacturing establishments of all kinds in the city, 1550; workmen employed, 12,000. The value of manufactured products in Los Angeles for 1900, according to the United States census of that year, was \$21,297,537. Estimate for 1905, \$45,000,000.

Car Service—Street cars are electric, five systems; 250 miles of track in city limits; interurban lines operating and projecting, 530 miles; number of men employed living in city 3000. For pay roll and construction crews the companies distribute in Los Angeles, \$150,000 a month.

Steam Railways Entering the City—Southern Pacific system; Santa Fe system; San Pedro, Los Angeles & Salt Lake rail-

way. Railway men employed residing in city and vicinity, 4800. For pay rolls and construction crews, the steam railroads distribute in and around Los Angeles nearly \$500,000 a month.

Parks—Public parks; 16; acreage, 3720, one of over 3000 acres, being the largest municipal park in the world.

We build by the mile. 21 miles of new buildings were erected in Los Angeles in the past year.

How We Grow—Population, 1893, 55,000; 1900, 102,479; 1906 (school census) 230,000. Postoffice stamp sales 1905, \$718,083.04, increase of 20 per cent over 1904. Los Angeles leads all cities of the country in increase of postal business. Bank deposits increased \$25,829,623 in past year.

The building data for the month of July, ending July 28, with the permits of two additional business days to be added, reaches 714 permits, authorizing improvements valued at \$1,603,585. For the same time in July, 1905, the permits issued totaled 635 for improvements valued at \$1,216,952, a substantial increase, both in number and valuation.

There are no idle months in Los Angeles in the march of improvements. Despite the warm weather and slight advance in the cost of material, remarkable activity has been maintained. The many large business blocks now in course of erection in the city indicate in a positive manner to the stranger that Los Angeles is expanding steadily in every direction. Home building this month has exceeded the June record in the number of roofs for people. The total is 402, against about 300 for June. For the year 1904, 7065; cost \$13,409,062. For the year 1905, 9543; cost \$15,482,067. Permits first six months 1906, 4938; cost \$9,968,338, Los Angeles still leading all cities of its size and many that are much larger. Ranks eighth for 1905 among the cities of the United States.

Banks—Commercial, 22; capital and surplus, \$12,949,000; deposits, \$52,072,178. Savings, 12; capital and surplus, \$2,749,939; deposits, \$34,404,118. Total deposits, \$86,476,296. Clearances for 1905, \$479,776,330, an increase of 40 per cent over 1904. Clearings for six months, 1906, \$286,254,098.

Some Citrus Products—Citrus fruits 30,000 carloads; vegetables—celery, 2300 carloads; cabbage, 500 carloads; cauliflower,

350 carloads; nuts, 6425 tons; raisins and dried fruits, 430 carloads; butter 5,000,000 pounds; cheese, 750,000 pounds; eggs, 70,000 cases; flour, 400,000 barrels; canned goods, 1005 carloads; olives, pickled, 200,000 gallons; olive oil, 1,125,000 gallons; beet sugar, 69,143,000 pounds; wine and brandy, 1,200,000 gallons; beer 210,000 barrels; petroleum, 30,000,000 barrels; beans 30,000 tons. Total valuation, including manufactured products, \$110,000,000.

Hotels—Best hotel accommodations in the country. Family hotels and lodging houses in all quarters of the city. Can take care of 60,000 people.

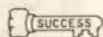
Fire Protection—Steam engines, 16; chemical engines, 1; hook and ladder, 3; hose wagons and combination chemicals, 22; 1 tower wagon; hydrants, 750.

Water—Abundant supply; owned by the city; 15c per 1000 gallons.

Light and Power—Electric companies supplying light and power, 3; gas, 2. Horse power \$17.00 to \$40.00 per H. P. per year.

Fuel—Petroleum, distillate, gas, coal, wood.

Cost—Gas, 85c per 1000 feet. Electricity, 11 cents per kilowatt hour. Petroleum, 50 cents and 75 cents a barrel.



MORE EVIDENCES OF GROWTH

What is Doing by the Broadway Mining and Stock Exchange of Los Angeles

Los Angeles, July 28: As evidence of the growth in Southern California of mining stock brokerage, the Broadway Mining and Stock Exchange has been incorporated and now occupies the ground floor at 312 South Broadway. The new quarters provide 5200 square feet of floor room, and this gives to the new Exchange the honor of occupying as large and pretentious quarters as any similar organization in the United States. The incorporators of the new Exchange are Frank G. Tyrrell, a prominent mining attorney of this city, formerly of St. Louis, Mo.; B. M. Blythe, a mine owner of Tonopah, who is also heavily interested in Manhattan and Goldfield; and H. H. McCord, a prominent local mine owner.

The charter will be obtained under the laws of California and will provide for a capital stock of \$25,000. The membership will be limited and the price of membership will be \$500. The qualifications for membership will be the same as those of the San Francisco Stock Exchange board

and the Wall Street Mining Exchange of New York, and the rules of these exchanges for listing stocks and for the government of the exchange will be adopted by the Broadway Mining and Stock Exchange. This will place the organization on a conservative basis for its successful operation.

The facilities of the new exchange, it is claimed, will be unsurpassed by any organization of its kind in the country, for the method of buying and selling of stocks will be a composite of the best features of the other leading mining exchanges of the country. Expediency in making transactions will be the motto of the new body, and in order to accomplish this end stub wires will be run into the exchange, an operator will be employed, and the sales, as made at San Francisco, as well as at Salt Lake City, will be announced. Double daily service will be had from New York and Boston on all of the leading mining stocks, such as Calumet, Hecla, Greene Copper, U. S. Consolidated, Trinity, Amalgamated, Anaconda and Butte Coalition. In fact, the mining stocks traded in on the New York Stock Exchange will be supplemented by all of the active curb stocks, thus giving the new exchange a wide scope for business. Local bonds and stocks, banks, telephone companies will be dealt in.

The Exchange will adopt what is technically called a "board call," which means that the caller will announce the stocks from large blackboards.

An important innovation in connection with this exchange will be the operation of a bureau of information. This will be in charge of the secretary of the exchange and will be intended to educate the public in regard to mining terms. The question of correct organization of companies will be explained, and working models of stamp mills and mine workings, such as tunnels, drifts, winzes and shafts will be shown. Lectures by eminent authorities on mining and organization, and the business of practical mining, will be held at least once a week.

Mutual Help Ads

WANTED—to make the acquaintance of an attractive lady with means sufficient to engage in a most pleasant and profitable business and view to establish an ideal home. For further particulars address R. NICHOLAS, practical occultist and mental scientist, Mason City, Iowa.

Trustworthy middle-aged woman wishes position, in or near a city, as housekeeper—sewing, light house-work—where she will find congenial companionship. Box 424, Caldwell, Idaho.

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EDITORIAL STAFF

A. VICTOR SEGNO

H. M. WALKER

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TO ADVERTISERS—No medical, investment or objectionable advertising will be accepted or printed in this magazine at any price. Advertising rates sent on application.

CHANGE OF ADDRESS—Notice of change of address should be sent to us at once as the postal rules forbid the forwarding of magazines without the payment of additional postage.

YOUR SUBSCRIPTION EXPIRES—When this circle is marked with a blue cross it signifies that your subscription has expired and that you should renew it at once.

If you receive a copy of this magazine and are not already a subscriber it is an invitation to subscribe. Accept the invitation.

NOTE—We cannot supply back numbers. All subscriptions received before the 15th of the month will begin with the issue of that month. All received after the 15th will commence with issue of the following month.

SHOP TALK

What is Doing at the Segnogram Home

Great movements are made possible only by the combined efforts of a great number of people. Every momentous undertaking has had at its back the loyal support of a great many men and women. In a small way their efforts were put forth with no thought of the great movement they were advancing, and as success came to the movement they were content to feel that they had a hand in the work, and gloried in its victory.

The movement of which THE SEGNOGRAM is the prime advocate—mentalism and its applied forces—has for its aim and object the personal cultivation of the talents and faculties that make for individual success and community betterment. Every individual who is a subscriber to the magazine and thus by his or her influence is lending a hand to the work, has been instrumental in building up the publishing company and assisting us in disseminating the doctrine of better citizenship that it teaches.

We are sure that our success has been a source of gratification to each and all, as it has been to us. We know full well what we owe to our readers and friends, and we would not be backward in expressing our appreciation for the assistance given us. It has been a source of pleasure to us to anticipate the great good we might accomplish when we had our printing plant established and in operation. We have looked forward to that time with more pleasure than you can realize, friends, for we know what can be accomplished with the plant. And we know too what a financial success the publishing business can be made. It is, therefore, a matter of still greater pride that we report the progress we have made since getting the plant in operation. At the close of the second month—July—(we did not have all our presses in until after July 1st, although we were able to run some of the machines on June 1st) we are pleased to report that we have met with unbounded success. We have had so much work for our presses that we have had to run three shifts a day in the press room, keeping the machines moving at their highest capacity twenty-four hours each working day. This sounds good, friends; but we haven't reached the limit yet. THE SEGNOGRAM is operated for the benefit of humanity and the shareholders, and we will use every honest means to make it pay dividends to both and all. We are pleased at what you have made it possible for us to do; but we shall be more pleased when at the close of the first year of incorporation we shall be able to turn over a dividend check to every shareholder.

Each subscriber can assist us to reach some higher towards the goal we are striving for. Each reader of these lines has it within his or her power to advance the cause of THE SEGNOGRAM family by taking some one else into the circle. Each of us has some influence over somebody else, and if we exert that influence to their good we have done them a good turn. No man can lend a hand to another without being helped himself. As every man and woman who has become a shareholder in The Segnogram Publishing Company has assisted in the work of establishing the Segnogram printery, so have they by so doing been placed in the position of having us work for them, and not only us, but all the rest of the shareholders.

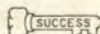
Isn't it worth while, friends?

Don't you think we shall pay you well for the good turn you have done us?

Don't you think you would be doing your

friends a good turn if you induced them, even at this late date to take up the few remaining shares we are offering to sell in the Company?

Watch us climb.



We have prepared an artistic booklet of 20 pages, done in our best workmanship; showing sixteen views of the Segnogram buildings and the people in charge. It is not put up in the style of an advertisement, but in response to the frequent demands that come to us from our friends in all sections asking to see with their own eyes what we have been telling them about in print. These books are stitched in silk, limp covered and the pages 10 inches deep by 12 1-2 inches wide. It is something you will be proud to keep on the table in the best room where your friends and visitors can see it. It will cost us about 50 cents each to prepare them, but the books are worth double that. We will let you have them at what they cost us to get them out—50 cents. We are publishing a limited number and if you would be one of the fortunates we advise you to send for one now. Do not wait. We would be pleased to get the edition out of the way as soon as possible. The books will be ready for delivery in two weeks.



Just Think of a Smile

Would you like to know where the smiles are all hid?

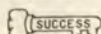
At once ask your heart, then, I pray;
For 'tis there they are kept. Now, do as I bid,
Don't longer this duty delay.

Just think of a smile, and again and again
Others will follow apace;

And not only children, but women and men
will note that there's joy in your face.

Think only of pleasant and beautiful things;
Serener will then be your mind.

And don't you forget that cheerfulness brings
The brightest of smiles to mankind.



Be Strong

Be strong!

We are not here to play, to dream, to drift:
We have hard work to do, and loads to lift:
Shun not the struggle; face it—'t is God's gift.


Be strong!

Say not the days are evil—Who's to blame?
And fold the hands and acquiesce—oh, shame!
Stand up, speak out, and bravely, in God's name.

Be strong!

It matters not how deep entrenched the wrong;
How hard the battle goes, the days how long.
Faint not, fight on! Tomorrow comes the song.

—The Gold Coast Leader.



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DEPT. 161



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Mark M. Kerr, M. D.
Station K 748, Cincinnati, Ohio

GRAPHOLOGY *Special Article*

By Mrs. Franklin Hall

Have you never met people who, although pleasing, courteous, considerate, still seemed set in a place apart? There are many such people in the world—self-sufficing, proud, yet with a wealth of tenderness, giving out more of sympathy and love than they ever receive in return, because they possess repellent pride.

Upon the snow-clad mountains of Switzerland grows a rarely beautiful flower called the Edelweiss, and brave men have given their lives to pluck this white flower from "amid the heights," repelled at every step by snow and ice and the buffeting wind; yet they were spurred on by the pride of attainment that kept their eyes uplifted, their heart, nerves and muscles steady.

Is this not typical of genius? It is the things upon the heights that seem the only ones worth winning.

Sometimes their desires are selfish and cruel, and they walk rough shod over the bodies of those most dear, making them the stepping stones to their ambition.

Again, genius is softened by emotion, by the too tender sympathy, the longing for understanding; the other self that breathes inspiration by word and look. This other self may be a child, a mother, a husband, wife or lover, but they must be the ideal of the genius, faultless as mortal can be, perhaps, or else strong in passionate intensity that responds to word and finger touch as the notes of a great organ respond to the deft fingers of the master musician. And here comes in the still more strange force of an invisible power, felt but unseen, that sways a life. To illustrate: Some years ago a young man in a business way had some correspondence with a woman much older than himself, whom he had never seen. He was a young man of the world, a bit blase perhaps, enjoying life and its pleasures in a thoughtless way, but from the first day he received a letter from this woman he seemed to awaken as though the better self had freed itself from the prison of social bondage. From that time on Fate led him several times around the world, yet never did the paths of this man and woman touch; yet morally and mentally he grew and became cleansed of his few vices, the mental began to assert supremacy, and he spent his leisure in writing some of the most quaint and beautiful things, until one day

the young life went out with the name of the woman who had been the incentive of all his better life, still unseen, upon his lips, almost in the sight of the home where he had been to call upon her, and found her absent.

Is this incident not worth pondering over? We think our influence small, perhaps, with those whom we meet, but how little we can measure its power when we take into consideration an influence of thought felt through ten years by one whose life had been uplifted and purified by the written words of a woman, unseen.

In his awakening this young man had the pride of attainment, the power to gain something more than wealth, honor and fame, to show how he appreciated the mysterious force thrown around him, clothing him like a mantle.

No matter where he tarried, in Italy, Germany, fair France, beside the Scottish lakes, still he never forgot, never ceased his efforts to attain that he might drink the words of praise and encouragement that crossed the seas to him. Do you suppose that still he feels and understands, that in the new life he is still striving to attain for her sake? Who can say?

Life would scarcely be worth while were it not for this pride of attainment. We would become dullards and sluggards.

Books on Hand

We have on hand one copy each of the following books at the prices given. Make your selection and the book will go forward promptly. "The New Philosophy" by Arthur Crane, \$1.00; "How to Prolong Life" by S. Marcus Rothchild, 50cts; "The Philosophy of Fasting" by Edward Earl Purinton, \$1.00; "Thought Force" by William Walker Atkinson, \$1.00; "Self Building" by Corilla Banister, \$1.00; "Autology" by E. R. Moras, M. D., \$1.00; "How to Obtain Happiness and Health" by Jas. J. Snyder, \$1.00; "How to Live One Hundred Years" by A. Victor Segno, \$2.50; "The Law of Mentalism" by A. Victor Segno, \$1.50; "The Doomed City" (San Francisco) by Frank Thompson Seagrigh, 75 cts. To make sure of getting the book you want, order it at once. The first order gets it.

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LOS ANGELES, CALIFORNIA

How I Grew Tall

A Story Which Will Interest All Who Are Short

The Height of Either Sex Can be Increased from Two to Five Inches—These Marvelous Results Can be Accomplished at Home

The Free Book Tells You All About It



MR. K. LEO MINGES

Inventors, scientists and physicians have for years been trying to find some method whereby the height of an individual could be increased, and up to the last few years have met with failure. It remained for a comparatively young man, Mr. K. Leo Minges by name, to discover what so many others had failed to do.

Mr. Minges resides in Rochester, N. Y., and has devoted the best part of his life in studying and experimenting on the Cartilage, and his great efforts have at last been crowned with success. A large company, composed of Rochester's leading citizens, has been formed for the purpose of placing Mr. Minges' discovery and inventions before the public, so that now it is possible for any lady or gentlemen who is short to increase her or his height from two to five inches. These results are absolutely guaranteed.

Mr. Minges has successfully used his method on himself, and has grown from a short, stunted boy to a handsome, robust man of six feet one inch in height. Thousands of people living in all parts of the world are using his method with equally as startling results. Let us send you the absolute proof of the above statements. We have just issued a beautifully illustrated book, entitled "How to Grow Tall," which contains information that will surprise you. Ten thousand of these remarkable books will be given away absolutely free of charge in order to introduce them. If you fail to receive a copy, you will always regret it. This great book tells how Mr. Minges made his wonderful discovery. It tells how you can increase your height and build up the entire system. It contains the pictures and statements of many who have used this method. After you receive this book you will thank us the longest day you live for having placed within your reach this great opportunity.

Remember, a postal card will bring it to your very door, all charges prepaid. All correspondence strictly confidential, and sent in plain envelopes. If you wish a free copy of this book and the proof of our claims, write today. Address The Cartilage Co., 1 M. Unity Building, Rochester, N. Y.

The Home of The Segnogram

Having received so many requests for pictures of *The Segnogram* staff of workers, and

desiring to present to our readers the clearest conception possible of the magnitude and character of the work we are doing, we have prepared a handsome 20-page souvenir book of views that is as fine a specimen of artistic printing as could be done by any printing office in the largest city. This is not said in self praise. We mention it by way of comparison, that is all, and to convince you of the excellent quality of workmanship on the book.

This souvenir book will grace the table in any library. It will cause more interest to be taken in the work we are doing than would columns of descriptive matter written in explanation of our work. Buff coated paper of 100 pound weight is used in the book, and its cover is of Twentieth Century Russett, with the title artistically tinted and embossed thereon, the whole being neatly tied with silk cord. The size of the pages is 9x12 1-2 inches, and many full page photogravures are given.

This edition is going quickly. In order to secure a copy you must order at once. We are placing the price at actual cost of production—50 cents a copy.

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| V The Story of Substance | XIII Riddle of the Sphinx |
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By H. M. WALKER

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If you were offered an opportunity to invest \$100 in an established publishing business that would pay you 6 or 10 per cent interest on your money from the start, and at the same time have the stock increase in value five or ten fold in a few years, would you take the opportunity to buy? We are prepared to give you the chance. It is a chance you cannot afford to allow pass; a chance you never had before and one you are not likely to have again.

The Segnoqram Publishing Company has been doing business in Los Angeles for more than three years. It has grown from very small things to its present splendid proportions, and in its growth has enlarged its scope of influence and usefulness.

Today we are starting on a new epoch in the history of the company. We have been duly incorporated under the laws of the State of California, and are doing business as an incorporated publishing house. A handsome building has been erected covering 45 x 95 feet, where we have our offices and workrooms, and we have installed a complete book and magazine printing plant. This plant and building are paid for. We owe nothing on the building, plant or paper stock. It is our aim to make the business co-operative. We want to interest every man who wants to make his life successful, and every woman whose aim is to better her condition and acquire an independent competency.

The capital stock of the Company is \$100,000. Of this stock we are placing a block on the market which we will dispose of to our friends at \$9.50 per share. The par value of the stock is \$10. Our desire is to raise a fund for prosecuting a more active campaign this fall. An active campaign will mean many thousand new subscribers to our magazines and books. This in turn will mean thousands of new readers who will become active students of mentalism and earnest workers for your success and the success of all.

That there is a field in Los Angeles for a publishing business such as we have established, is proven by the amount of high-class work that we are daily turning out. Our presses are run to their highest capacity to handle the work, and we confidently anticipate a period of great activity.

The city of Los Angeles is making mighty strides forward. Prosperity is pictured on all sides. As an evidence of what is doing it is only necessary to point to the building record of June. During this month permits were granted for buildings aggregating \$2,400,000.

It is this that gives us such confidence in our city and the business we are engaged in. Having such confidence we are bold to guarantee the investment we are offering. It is not a stock proposition of the ordinary uncertain quality. We have established the business. It is here. It is paid for. We need a campaign fund to increase our scope. Are you ready to take a chance with us. Have you confidence enough in us to know we can make money for you. We have made money for others; let us convince you we can make it for you. Come in now. Take advantage of the 5 per cent reduction. Our reputation is back of every share issued. We **preach** Success. We **live** Success. Success has greeted every effort made by us; the biggest success of all is going to be the publishing business. Come in and share it with us. During July and August we shall allow a discount of 5 per cent on all shares purchased for cash, making them cost you \$9.50. Let us repeat: the building, printing-plant—everything in stock is paid for. We do not owe a dollar. If you purchase stock at this time **you will participate in the dividend we shall pay December 31st.** Time is precious. Do not delay. Address all communications to

The SEGNOGRAM PUBLISHING CO. LOS ANGELES, CALIFORNIA

The Secret of Health



Health is a normal state. It means that every tissue in the body is formed of perfect cells, containing certain exact proportions of inorganic salts. The difference in texture, firmness, elasticity, pliability, strength, and other qualities of tissues, is due to a variation in proportions of the different salts. Disease exists wherever the proportion of salts is disarranged and the equilibrium disturbed. Thus, if the

proportions necessary for perfect muscle are not maintained, then the muscle will be imperfect in that degree. If a bone has too little silica it will lose its firmness and polish. If the brain lacks potassium it will work imperfectly; if the nerves need magnesia they act intermittently and painfully. The way in which an organ performs its work tells the skilled biochemist which of the salts are lacking. The cure of the diseased condition depends upon the supply of needed salts and the restoration of the equilibrium.

Ordinary food contains all these tissue salts in abundance. Healthy organisms abstract and use them. Sick people do not. That is why they are sick. In order to prepare salts for admission, what is known as molecular reduction must be performed. This is where the ailing system fails, and the salts cannot be used. The salts in our remedies are ready for immediate assimilation, the reduction of molecules having been accomplished outside of the body. They are in usable form, and are accepted gratefully, greedily by the starving system. The effect seems miraculous in many cases.

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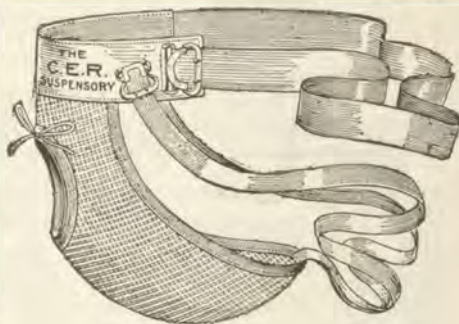
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MISS EXQUISITE—Looks cool and feels comfortable. Made of white lawn, has belt, low cut collar fastening at neck. Trimmed with three rows of contrasting striping, it is an attractive sacque. **\$1.00**

PROTECTOR—A substantial working sacque made of durable dark calico, with round ruffled collar, long full sleeves, lap over cuffs to be buttoned, and ruffled at skirt. **75c**

DOLLY DOLLARS—A quick dressing overall, in white and figured lawns, empire blouse, three broad pleats on each front. Bishop sleeves with bands, low neck, closed with shield. Handsomely embroidered and wide ruffles around bottom of skirt. . . . **\$4.00**

MY BEAUTY—A very attractive sacque. Shirred front and back, wide kimona sleeves becomingly draped. Made of figured crepe and trimmed with Persian ribbon. . . . **\$1.50**

PRINCESS CHARMING—Captivating, fascinating, all silk figured Japanese kimona, with wide bell sleeves, shirred in front and back at shoulders to form yoke design. Trimmed with wide bands of contrasting silk. A gown to be proud of. **\$9.00**

VANITY FAIR—Very swell, in plain or printed lawn, six small tucks down front and back. The Bishop sleeves have large cuffs, there is a natty waist belt and wide front box pleat with hidden buttons, all of which are of differently printed attractive lawn. **\$1.50**

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